



The U.S. Department of Energy's Office of Industrial Technologies


Achieving Pump System Savings by Partnering with Industry

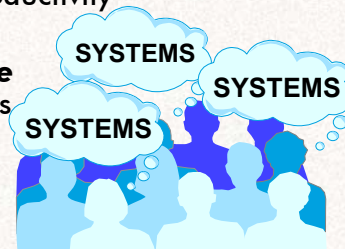
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Hurdles to Available Energy Savings

Proven technology is available, BUT...

- Availability of **capital is limited** 
- "Systems savings" require:
 - **Shift in thinking** (by plant staff through CEO level) from component to systems
 - **Behavior changes**--both user and supplier
 - **Awareness** of opportunities--energy efficiency is a path to increased productivity
 - Availability of **tools**,
 - Best practices, and **time** to capture opportunities



OIT 'Systems' Software Tools

OIT has worked with industry experts to develop software tools designed to help industrial end users identify and assess the relative importance of system improvement opportunities

Problem-

- Few '*End Users*' use advanced 'system' features of these tools
- Substantial 'System' efficiency opportunities are being overlooked

Barriers-

- Time required to understand the tools and collect required input data
- Specialized systems expertise required to use the tools effectively



Create More 'EndUser' & Industry Support

Goal - increase 'End User' awareness of systems opportunities through education and tool support.

- Partner with industrial trade associations and their member companies in developing a Qualified Specialist training and recognition program
- Use the process of developing the program to fine-tune the software and build ownership

Empower manufacturers, suppliers, and consultants to use 'systems' information & tools with *their* customers

- ✓ Qualified Pump or Compressed Air System Specialist
- ✓ Qualified PSAT or AIRMaster+ Instructor
- ✓ Solicit and develop case studies
- Long term- transfer responsibility and support for training programs to key industry associations



Developing a Qualified Specialist Program

Pump System Assessment Tool (PSAT)

- Present PSAT overview at Hydraulics Institute(HI) meeting -2/00
- Invite member companies to participate in developing a Qualified Specialist Program
- 6 companies form a development task group (3/00-1/01) that work closely with OIT to:
 - Establish standards of knowledge for qualification
 - Define learning objectives for training
 - Develop Allied Partner agreement for participating companies
 - Review draft training curriculum
 - Determine type of recognition
 - Develop initial training schedule



Qualified Specialist Training Results- PSAT

- Qualified Specialist Training launched in cooperation with the Hydraulic Institute 4/01
- 1-1/2 days w/ qualifying exam
- 2 additional training sessions in 2001, resulting in 21 Qualified Pump System Specialists, 3 Qualified PSAT Instructors.
- Next training class 4/02
- More training is planned in FY02.
- FY03 Goal: total of 50 Specialists and 5 Instructors.
- PSAT Instructors are already offering pump system end user training



Qualified Pump System Specialists

Next Steps:

- Work with Qualified Specialists to increase their use of PSAT with customers
- Where appropriate, work with pump manufacturers to target distributors to become Qualified Specialists
- Provide opportunities for Specialists to share their experiences using PSAT
- Work with HI on long-term plans for program stewardship



Qualified Specialist Training Results-AIRMaster+

- AIRMaster+- 2-1/2 days w/exam
- In cooperation with the Compressed Air Challenge
- Since August 2001, 21 industry representatives have become Qualified AIRMaster+ Specialists and 3 Qualified AIRMaster+ Instructors. 2 more training classes are scheduled for FY02.
- FY03 Goal: total of 50 Specialists and 4 Instructors.
- All AIRMaster+ Specialists will be invited to further qualify to offer a ½ day end user awareness training. Anticipated availability- 7/02



Other Specialist Initiatives

National Insulation Association, launched a program January 2001 in cooperation with DOE to qualify their members in the use of 3Eplus software

- 2 day training w/ exam
- Total of 188 Certified Insulation Energy Appraisers

OIT and the Industrial Heating Equipment Association are working on a Qualified Specialist initiative for the new Process Heating Assessment Tool (PHAST)



For Further Information

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